

Edgar Filing: BANCOLOMBIA SA - Form 6-K

BANCOLOMBIA SA  
Form 6-K  
November 07, 2003

CONFORMED COPY

SECURITIES AND EXCHANGE COMMISSION  
Washington D.C. 20549

FORM 6-K

REPORT OF FOREIGN PRIVATE ISSUER  
Pursuant to Rule 13a-16 or 15d-16 of  
the Securities Exchange Act of 1934

For the month of November 2003

BANCOLOMBIA S.A.

-----  
(Translation of Registrant's name into English)

Calle 50 No. 51-66  
Medellin, Colombia

-----  
(Address of principal executive offices)

(Indicate by check mark whether the registrant files or will file annual reports under cover of Form 20-F or Form 40-F.)

Form 20-F    X  
-----

Form 40-F  
-----

(Indicate by check mark whether the registrant by furnishing the information contained in this form is also thereby furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934.)

Yes         
-----

No        X  
-----

(If "Yes" is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b): 82-\_\_\_\_\_.)

This Report on Form 6-K shall be incorporated by reference into the registrant's registration statement on Form F-3 (File No. 333-12658).

SIGNATURE

# Edgar Filing: BANCOLOMBIA SA - Form 6-K

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

BANCOLOMBIA S.A.  
(Registrant)

Date: November 7 , 2003

By /s/ JAIME ALBERTO VELASQUEZ B.  
Name: Jaime Alberto Velasquez B.  
Title: Vice President of Finance

[BANCOLOMBIA LETTERHEAD]

## CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED SEPTEMBER 30, 2003

NOVEMBER 5, 2003. Medellin, Colombia - BANCOLOMBIA S.A. (NYSE: CIB) announced today the financial results for the quarter ended September 30, 2003. 1

### CONSOLIDATED BALANCE SHEET AND INCOME STATEMENT

(Ps millions) -----	QUARTER -----		GROWTH -----
	2Q 03 -----	3Q 03 -----	3Q 03/2Q 03 -----
<b>ASSETS</b>			
Loans, net .....	6,454,094	7,062,705	9.43%
Investment Securities, net .....	4,152,619	4,316,902	3.96%
Other assets .....	3,190,868	2,570,614	-19.44%
	-----	-----	-----
<b>TOTAL ASSETS .....</b>	<b>13,797,581</b>	<b>13,950,221</b>	<b>1.11%</b>
	=====	=====	=====
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>			
Deposits .....	9,594,710	9,461,540	-1.39%
Other liabilities .....	2,722,686	2,938,474	7.93%
<b>TOTAL LIABILITIES .....</b>	<b>12,317,396</b>	<b>12,400,014</b>	<b>0.67%</b>
Shareholders' equity .....	1,480,185	1,550,207	4.73%
	-----	-----	-----
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY ..</b>	<b>13,797,581</b>	<b>13,950,221</b>	<b>1.11%</b>
	=====	=====	=====
Interest income .....	393,039	352,351	-10.35%
Interest expense .....	114,087	118,619	3.97%
<b>NET INTEREST INCOME .....</b>	<b>278,952</b>	<b>233,732</b>	<b>-16.21%</b>
Net provisions .....	(61,425)	(45,693)	-25.61%
Other operating income .....	123,092	136,891	11.21%

## Edgar Filing: BANCOLOMBIA SA - Form 6-K

Other operating expense .....	(195,297)	(200,970)	2.90%
Non-operating income, net .....	(5,863)	8,319	-241.89%
Income tax expense .....	(16,680)	(13,875)	-16.82%
	-----	-----	-----
NET INCOME .....	122,779	118,404	-3.56%
	=====	=====	=====

-----  
1 This report corresponds to the intermediate consolidated financial statements of BANCOLOMBIA and its affiliated companies, where it owns, directly or indirectly, 50% or more of the capital stock with right to voting. For this reason, the financial information contained herein is not comparable to BANCOLOMBIA's consolidated results (with its financial subsidiaries) previously released. This information has been prepared in accordance with generally accepted accounting principles in Colombia, and is stated in nominal terms and has not been audited. All growth rates mentioned herein are not adjusted for inflation.

ANY REFERENCE TO BANCOLOMBIA MUST BE UNDERSTOOD AS TO THE BANK AND ITS AFFILIATES, UNLESS OTHERWISE SPECIFIED.

### CAUTIONARY NOTE REGARDING FORWARD LOOKING STATEMENTS

This release contains statements that may be considered forward-looking statements within the meaning of Section 27A of the U.S. Securities Act of 1933 and Section 21E of the U.S. Securities Exchange Act of 1934. All forward-looking statements, whether made in this release or in future filings or press releases or orally, address matters that involve risks and uncertainties; consequently, there are or will be factors, including, among others, changes in general economic and business conditions, changes in currency exchange rates and interest rates, introduction of competing products by other companies, lack of acceptances of new products or services by our targeted customers, changes in business strategy and various others factors, that could cause actual results to differ materially from those indicated in such statements. We do not intend, and do not assume any obligation, to update these forward-looking statements.

Exchange rate: September 30, 2003      TRM COP 2,889.39/USD      Average exchange rate Sep. 2003

- 1 -

[BANCOLOMBIA LETTERHEAD]

### 1. HIGHLIGHTS:

- BANCOLOMBIA's net income amounted to Ps 118.4 billion, or US\$ 0.289 per ADS, during the quarter ended September 30, 2003, as compared to a net income of Ps 122.8 billion, or US\$ 0.301 per ADS, for the quarter ended June 30, 2003.
- Net interest margin decreased quarter over quarter to 8.2% from 9.9%. This decrease was the result of lower net interest income.
- BANCOLOMBIA's total net provisions decreased from Ps 61.4 billion to Ps 45.7 billion quarter over quarter.

## Edgar Filing: BANCOLOMBIA SA - Form 6-K

- Total fees and income from services increased 15.6% quarter over quarter from Ps 81.2 billion to Ps 93.9 billion.
- The Bank's gross loans increased 9.5% quarter over quarter from Ps 6,771.4 billion to Ps 7,414.8 billion.
- BANCOLOMBIA's shareholders' equity increased 4.7% during the quarter ended September 30, 2003 as compared to the previous quarter.
- BANCOLOMBIA's ratio of past due loans to total loans for the quarter ended September 30, 2003 decreased to 1.5% compared to 1.8% for the quarter ended June 30, 2003 and allowances for past due loans for the quarter ended September 30, 2003 increased to 324.6% compared to 264.9%, for the previous quarter.
- The annualized ROAE (Return on average shareholders' equity) and ROAA (Return on average total assets) for the third quarter of 2003 were 33.8% and 3.6%, respectively.

### 2. CONSOLIDATED BALANCE SHEET

#### 2.1 ASSETS

BANCOLOMBIA's total assets increased 1.1% over the quarter to Ps 13,950 billion as of September 30, 2003 from Ps 13,798 billion as of June 30, 2003. The increase in total assets was primarily due to a larger loan portfolio and higher volume of trading debt securities.

##### 2.1.1 LOAN PORTFOLIO

BANCOLOMBIA's gross loans totaled Ps 7,415 billion as of September 30, 2003, an increase of 9.5% from Ps 6,771 billion as of June 30, 2003.

Total corporate loans increased 10.4% during the third quarter of 2003 from Ps 4,594 billion as of June 30, 2003, to Ps 5,072 billion as of September 30, 2003. This increase resulted from growth in

- 2 -

[BANCOLOMBIA LETTERHEAD]

working capital loans, and loans funded by domestic development banks, which increased 11.7% and 11.2%, respectively. Total retail loans increased 7.5% from Ps 2,137 billion as of June 30, 2003 to Ps 2,297 billion as of September 30, 2003, with working capital loans, and personal loans, increasing the most.

In addition, net lease increased 7% from Ps 439 billion to Ps 470 billion quarter over quarter.

#### LOAN PORTFOLIO

(Ps millions)	30-SEP-02	AS OF ----- 30-JUN-03	30-SEP-03	3Q 03/2Q 03 -----
-----	-----	-----	-----	-----
CORPORATE				
Working capital loans .....	3,293,222	3,987,546	4,453,082	11.67%

Edgar Filing: BANCOLOMBIA SA - Form 6-K

Loans funded by				
domestic development banks ...	363,609	384,138	427,178	11.20%
Trade Financing .....	137,575	157,682	151,043	-4.21%
Overdrafts .....	29,877	58,123	33,826	-41.80%
Credit Cards .....	5,017	6,813	7,343	7.78%
	-----	-----	-----	-----
TOTAL CORPORATE .....	3,829,300	4,594,302	5,072,472	10.41%
	=====	=====	=====	=====
RETAIL				
Working capital loans .....	979,794	775,193	842,020	8.62%
Personal loans .....	500,991	621,117	687,207	10.64%
Loans funded by				
domestic development banks ...	261,736	307,304	333,839	8.63%
Credit Cards .....	229,249	288,823	281,585	-2.51%
Overdrafts .....	134,383	106,965	102,801	-3.89%
Automobile loans .....	17,310	25,898	28,915	11.65%
Trade Financing .....	58,445	11,346	20,911	84.30%
	-----	-----	-----	-----
TOTAL RETAIL .....	2,181,908	2,136,646	2,297,278	7.52%
MORTGAGE .....	35,584	40,499	45,002	11.12%
	-----	-----	-----	-----
TOTAL LOANS .....	6,046,792	6,771,447	7,414,752	9.50%
ALLOWANCE FOR LOAN LOSSES .....	(336,911)	(317,353)	(352,047)	10.93%
	-----	-----	-----	-----
TOTAL LOANS, NET .....	5,709,881	6,454,094	7,062,705	9.43%
	=====	=====	=====	=====

2.1.2 ASSET QUALITY

As of September 30, 2003 the Bank's past due loans as a percentage of total loans were 1.5% as compared to 1.8% as of June 30, 2003. During the third quarter, BANCOLOMBIA had loan charge offs of Ps 38 million. During the nine months ended September 30, 2003, the Bank's charge offs totaled Ps 115,605 million as compared to Ps 46,777 million during the nine months ended September 30, 2002.

LOAN CLASSIFICATION	AS OF 30-SEP-02		AS OF 30-JUN-03		
-----	-----		-----		
(Ps millions)					
"A" Normal .....	4,939,231	81.7%	5,806,722	85.7%	6,5
"B" Subnormal .....	567,813	9.4%	526,778	7.8%	4
"C" Deficient .....	88,901	1.5%	71,389	1.1%	
"D" Doubtful recovery .....	263,001	4.3%	273,872	4.0%	2
"E" Unrecoverable .....	187,846	3.1%	92,686	1.4%	
	-----	-----	-----	-----	-----
TOTAL .....	6,046,792	100%	6,771,447	100%	7,4
	=====	=====	=====	=====	=====
LOANS CLASSIFIED AS C, D AND E					
AS A PERCENTAGE OF TOTAL LOANS ..	8.9%		6.5%		

Edgar Filing: BANCOLOMBIA SA - Form 6-K

ASSET QUALITY  (Ps millions) -----	AS OF -----		
	30-SEP-02 -----	30-JUN-03 -----	30-SEP-03 -----
Total performing past due loans .....	37,552	48,713	25,711
Total non-performing past due loans (1) .....	222,065	73,315	84,304
Total past due loans .....	259,617	122,028	110,015
Allowance for loans and accrued interest losses ..	353,577	323,260	357,154
Past due loans to total loans .....	4.29%	1.80%	1.48%
Non-performing loans to total loans .....	3.67%	1.08%	1.14%
C, D, and E loans to total loans .....	8.93%	6.47%	5.24%
Allowances to past due loans (2) .....	136.19%	264.91%	324.64%
Allowances to C, D, and E loans (2) .....	65.51%	73.81%	91.89%
Allowances to non-performing loans (2) .....	159.22%	440.92%	423.65%
Allowances to total loans .....	5.85%	4.77%	4.82%
Performing loans to total loans .....	96.33%	98.92%	98.86%

(1) Before January 1, 2002, non-performing loans included commercial and consumer loans that were past due 90 days or more, and mortgage loans that were past due 120 days or more. Since January 1, 2002, non-performing loans comprise consumer loans that are past due 60 days or more, commercial loans that are past due 90 days or more, and mortgage loans that are past due 120 days or more.

(2) Allowance = allowance for loan and accrued interest losses.

2.2 LIABILITIES

Total deposits decreased 1.4% over the quarter, from Ps 9,595 billion as of June 30, 2003, to Ps 9,461.5 billion as of September 30, 2003. During the third quarter of 2003, BANCOLOMBIA's funding mix improved as a result of a 5.4% increase in non-interest bearing deposits while interest-bearing deposits decreased 2.9%. The growth in non-interest bearing checking accounts was the result of seasonality, which tends to reach its highest level near the end of the year.

FUNDING MIX COMPOSITION -----	AS OF -----		
	30-SEP-02 -----	30-JUN-03 -----	30-SEP-03 -----
NON-INTEREST BEARING .....	18.87%	18.25%	19.50%
Checking accounts .....	17.63%	16.73%	17.85%
Other .....	1.24%	1.52%	1.64%
INTEREST BEARING .....	81.13%	81.75%	80.50%
Checking accounts .....	8.50%	11.79%	10.63%
Time deposits .....	42.42%	44.04%	44.00%
Savings deposits .....	30.21%	25.92%	25.87%
TOTAL DEPOSITS .....	100.00%	100.00%	100.00%

2.3 SHAREHOLDERS' EQUITY

## Edgar Filing: BANCOLOMBIA SA - Form 6-K

BANCOLOMBIA's shareholders' equity totaled Ps 1,550 billion during the third quarter. As of September 30, 2003, the Bank's consolidated ratio of technical capital to risk-weighted assets was 13.6%. Unrealized gains on investment debt securities totaled Ps 97.2 billion as of September 30, 2003.

- 4 -

[BANCOLOMBIA LETTERHEAD]

TECHNICAL EQUITY RISK WEIGHTED ASSETS	AS OF		
Consolidated (Ps millions)	30-SEP-02	30-JUN-03	30-SEP-03
Basic capital .....	731,660	969,178	1,079,512
Additional capital .....	135,098	275,264	255,796
Technical capital (1) .....	866,758	1,244,442	1,335,308
CAPITAL ADEQUACY (2) .....	10.07%	12.64%	13.63%

(1) Technical capital is the sum of basic capital and additional capital.

(2) Capital Adequacy = Technical capital / risk weighted assets

### 3. INCOME STATEMENT

BANCOLOMBIA's net income amounted to Ps 118.4 billion during the quarter ended September 30, 2003, as compared to net income of Ps 122.8 billion for the quarter ended June 30, 2003. This decrease during the third quarter of 2003 was mainly due to lower net interest income and higher operating expenses.

#### 3.1 NET INTEREST INCOME

Net interest income decreased 16.2% to Ps 233.7 billion for the quarter ended September 30, 2003, compared to net interest income of Ps 279.0 billion for the quarter ended June 30, 2003. However, net interest income as of September 30, 2003 increased 62.0% to Ps 741.3 billion from Ps 458.8 billion as of September 30, 2002.

Total interest income decreased 10.4% over the quarter as a result of lower interest on investment securities, which decreased 27.9% as a result of lower valuation. Total interest expense increased 4% as a result of interest paid on overnight funds, which showed a high average volume during the quarter.

#### 3.2 PROVISIONS

Total net provisions for the third quarter of 2003 amounted to Ps 46 billion, decreasing 25.6% as compared to the previous quarter.

#### 3.3 FEES AND INCOME FROM SERVICES

## Edgar Filing: BANCOLOMBIA SA - Form 6-K

Total fees and income from services totaled Ps 93.9 billion during the third quarter of 2003, increasing 15.6% from Ps 81.2 billion for the quarter ended June 30, 2003, with commissions from banking services, credit card merchant fees, and international operations, increasing the most.

- 5 -

### [BANCOLOMBIA LETTERHEAD]

BANCOLOMBIA's accumulated unconsolidated credit card billing increased 33.1% over the twelve-months ended September 30, 2003, resulting in a 17% market share of the Colombian credit card business. In addition, the Bank's unconsolidated number of outstanding credit cards increased 22.1% year over year, resulting in a 13.2% market share. (Source: Credibanco, American Express and Red Multicolor).

ACCUMULATED CREDIT CARD BILLING (As of September 30, in Ps million)	2002	2003	%	2003
-----	----	----	-----	-----
			Growth	Mkt. Share
Bancolombia Mastercard .....	518,797	568,877	9.7%	9.7%
Bancolombia VISA .....	241,601	284,440	17.7%	4.8%
Bancolombia American Express .....	--	158,833	--	2.7%
Total Bancolombia .....	760,398	1,012,150	33.1%	17.2%
	-----	-----	-----	-----
Colombian credit card industry .....	4,794,988	5,868,593	22.4%	
	-----	-----	-----	

Source: Credibanco, American Express and Red Multicolor

CREDIT CARD MARKET SHARE			%	2003
Number of credit cards as of September 30,	2002	2003	Growth	Mkt. Sh
-----	----	----	-----	-----
Bancolombia Mastercard .....	159,506	157,761	-1.1%	6.6
Bancolombia VISA .....	97,546	107,401	10.1%	4.5
Bancolombia American Express .....	--	48,573	--	2.0
Total Bancolombia .....	257,052	313,735	22.1%	13.2
	-----	-----	-----	-----
Colombian credit card industry .....	2,175,607	2,381,829	9.5%	
	-----	-----	-----	

Source: Credibanco, American Express and Red Multicolor.

#### 3.4 OPERATING EXPENSES

Operating expenses increased 3% quarter over quarter totaling Ps 195 billion during the quarter ended September 30, 2003. This increase in operating expenses was due to non-recurrent items. As a consequence, BANCOLOMBIA's efficiency ratio reached 54.2% for the quarter ended September 30, 2003.



## Edgar Filing: BANCOLOMBIA SA - Form 6-K

### 3.5 OTHER OPERATING INCOME

Total other operating income totaled Ps 43.0 billion during the third quarter increasing 2.7% from Ps 41.9 billion during the previous quarter. During the third quarter, CONAVI paid dividends of Ps 19.5 billion. Income from the foreign exchange business (spot and forward contracts) decreased 63.4% to Ps 6,394 million as of September 30, 2003 from Ps 17,465 million as of June 30, 2003.

### 4. SUBSIDIARIES

#### BANCOLOMBIA PANAMA AND ITS SUBSIDIARIES

The following table is expressed in US dollars.

- 6 -

[BANCOLOMBIA LETTERHEAD]

BANCOLOMBIA PANAMA  
BALANCE SHEET AND  
INCOME STATEMENT  
(US\$)

(US\$)	2Q 03	QUARTER 3Q 03	GROWTH 3Q 03/2
-----	-----	-----	-----
<b>ASSETS</b>			
Loans, net .....	447,024,394	558,218,195	24.
Investment securities, net .....	449,454,713	450,850,332	0.
Overnight funds sold .....	273,593,548	79,269,989	-71.
Leases, net .....	46,991,662	44,749,940	-4.
Other assets .....	23,036,134	33,426,209	45.
	-----	-----	-----
<b>TOTAL ASSETS .....</b>	<b>1,240,100,451</b>	<b>1,166,514,665</b>	<b>-5.</b>
	=====	=====	=====
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>			
Deposits .....	1,091,549,246	979,666,689	-10.
Other liabilities .....	13,305,732	48,363,507	263.
<b>TOTAL LIABILITIES .....</b>	<b>1,104,854,978</b>	<b>1,028,030,196</b>	<b>-6.</b>
Shareholders' equity .....	135,245,473	138,484,469	2.
	-----	-----	-----
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY ...</b>	<b>1,240,100,451</b>	<b>1,166,514,665</b>	<b>-5.</b>
	=====	=====	=====
Interest income .....	21,778,032	18,617,466	-14.
Interest expense .....	(5,547,066)	(4,837,249)	-12.
<b>NET INTEREST INCOME .....</b>	<b>16,230,966</b>	<b>13,780,217</b>	<b>-15.</b>
Net provisions .....	(4,973,281)	(3,295,903)	-33.
Other operating income .....	1,245,421	911,076	-26.
Other operating expense .....	(816,593)	(665,732)	-18.
	-----	-----	-----
<b>NET INCOME .....</b>	<b>11,686,513</b>	<b>10,729,658</b>	<b>-8.</b>
	=====	=====	=====

BANCOLOMBIA Panama's total assets decreased 5.9% over the quarter to US\$1,167 million as of September 30, 2003 from US\$1,240 million as of June

## Edgar Filing: BANCOLOMBIA SA - Form 6-K

30, 2003. The decrease in total assets was driven by a decrease in overnight funds sold as a result of lower short-term deposits.

BANCOLOMBIA Panama's shareholders' equity increased 2.4% over the quarter from US\$135 million as of June 30, 2003, to US\$138 million as of September 30, 2003. Unrealized gains on investment securities totaled US\$25 million as of September 30, 2003, down 24.2% from US\$33 million as of June 30, 2003.

BANCOLOMBIA Panama reported net income of US\$10.7 million during the quarter ended September 30, 2003 as compared to a net income of US\$11.7 million for the quarter ended June 30, 2003, mainly due to lower net interest income resulting from the average volume of overnight funds sold and its low yield.

- 7 -

[BANCOLOMBIA LETTERHEAD]

### 5. CORPORATE RISK MAP

Following the decisions of its leaders and through its Risk Vice Presidency, BANCOLOMBIA has set forth procedures that will integrate the risk concept into the strategic decision-making process.

In order to integrate risk analysis into BANCOLOMBIA's strategic planning process, the development of the Corporate Risk Map was initiated. This map assists in the identification of risks that would hinder or prevent BANCOLOMBIA from meeting its business objectives and facilitates the analysis and implementation of strategies to mitigate such risks.

The Corporate Risk Map is considered the main tool used by leading entities to:

- Identify the organization's risk profile;
- Identify the risks inherent in every new or existing business;
- Analyze the effectiveness and cost benefit ratio of the existing mitigation strategies;
- Select businesses based on their returns and their risks.

Given that one of the BANCOLOMBIA's main challenges is growth, which could lead to the penetration of new segments and businesses in which it lacks former experience, it is necessary that these initiatives analyze the risk-return ratio from the very beginning.

Consequently, the Bank's senior management and its affiliates are currently developing this Corporate Risk Map, which will enable us to obtain benefits by establishing an adequate balance of the assumed risk and the expected return, in such a way that it ensures the creation of shareholder value.

### 6. RECOGNITIONS AND OTHER DEVELOPMENTS

- In September 2003, BANCOLOMBIA was named for the second consecutive year as Bank of the Year in Colombia by the magazine The Banker.

## Edgar Filing: BANCOLOMBIA SA - Form 6-K

- Last September, BANCOLOMBIA received from American Express, the international distinction "Exceptional Marketing Award" in recognition of BANCOLOMBIA's integral strategy in launching the AMERICAN EXPRESS Card.
- On November 1st, 2003, BANCOLOMBIA signed a collective bargaining agreement with the labor union, Sintrabancol, and the industry union, Uneb. This agreement will be effective from November 2003 until October 2005.

- 8 -

[BANCOLOMBIA LETTERHEAD]

PRINCIPAL RATIOS	QUARTERS		
	3Q 02	2Q 03	3Q 03
	-----	-----	-----
<b>PROFITABILITY</b>			
Net interest margin (1) .....	6.11%	9.92%	8.19%
Return on average total assets (2) .....	1.76%	3.77%	3.60%
Return on average shareholders' equity (3) .....	19.72%	36.63%	33.80%
<b>EFFICIENCY</b>			
Operating expenses to net operating income (4) .....	70.68%	48.58%	54.22%
Operating expenses to average total assets (4) .....	6.40%	6.00%	6.11%
<b>CAPITAL ADEQUACY</b>			
Shareholders' equity to total assets .....	8.14%	10.73%	11.11%
Technical capital to risk weighted assets .....	10.07%	12.64%	13.63%

- (1) Defined as Net Interest Income divided by monthly average interest-earning assets.
- (2) Net income divided by monthly average total assets.
- (3) Net income divided by monthly average shareholders' equity.
- (4) Operating income includes net interest income, total fees and income from services, and total other operating income. The efficiency ratios contained herein are not comparable to those previously released by BANCOLOMBIA because merger expenses have been included as operating expenses.

STOCK INDICATORS	QUARTERS		
	3Q 02	2Q 03	3Q 03
	-----	-----	-----
Net Income (Ps millions) .....	48,260	122,779	118,404
USD Earnings per ADS .....	0.122	0.301	0.289
ROAA .....	1.76%	3.77%	3.60%
ROAE .....	19.72%	36.63%	33.80%

Edgar Filing: BANCOLOMBIA SA - Form 6-K

P/BV ADS (1) .....	0.55	1.36	1.28
P/BV Local (2) (3) .....	1.01	1.36	1.35
Shares Outstanding .....	576,695,395	576,695,395	576,695,395

(1) Defined as ADS price divided by ADS book value.

(2) Defined as Share price divided by share book value.

(3) Share prices on the Colombian Stock Exchange

- 9 -

[BANCOLOMBIA LETTERHEAD]

CONSOLIDATED BALANCE SHEET

AS OF

(Ps millions)

30-SEP-02

30-JUN-03

30-SEP-

ASSETS

Cash and due from banks .....	579,774	691,319	647,2
Overnight funds sold .....	96,667	833,654	237,0
TOTAL CASH AND EQUIVALENTS .....	676,441	1,524,973	884,3

DEBT SECURITIES .....	3,843,688	4,002,565	4,172,5
Trading .....	1,720,477	1,413,992	1,632,4
Available for Sale .....	1,525,533	1,835,468	1,809,8
Held to Maturity .....	597,678	753,105	730,2
EQUITY SECURITIES .....	361,604	243,259	241,0
Trading .....	148,161	18,507	12,0
Available for Sale .....	213,443	224,752	229,0
Market value allowance .....	(64,211)	(93,205)	(96,7
NET INVESTMENT SECURITIES .....	4,141,081	4,152,619	4,316,9

Gross Loans .....	6,046,792	6,771,447	7,414,7
Allowance for loan losses .....	(336,911)	(317,353)	(352,0
NET TOTAL LOANS .....	5,709,881	6,454,094	7,062,7

Accrued interest receivable on loans .....	100,523	93,979	85,3
Allowance for accrued interest losses .....	(16,666)	(5,907)	(5,1
NET TOTAL INTEREST ACCRUED .....	83,857	88,072	80,2

Customers' acceptances and derivatives .....	1,225	75,240	23,3
Net accounts receivable .....	119,620	127,376	187,0
Net premises and equipment .....	266,686	317,073	332,8
Foreclosed assets .....	50,582	39,064	32,3
Prepaid expenses and deferred charges .....	71,430	36,690	36,9
Good will .....	124,566	107,580	101,9
Net lease .....	305,294	438,959	469,5
Other .....	189,350	166,903	165,0
Reappraisal of assets .....	235,340	268,938	257,0

TOTAL ASSETS .....	11,975,353	13,797,581	13,950,2
--------------------	------------	------------	----------

LIABILITIES AND SHAREHOLDERS' EQUITY

LIABILITIES

DEPOSITS

Edgar Filing: BANCOLOMBIA SA - Form 6-K

NON-INTEREST BEARING .....	1,563,070	1,751,090	1,844,7
Checking accounts .....	1,460,549	1,605,330	1,689,3
Other .....	102,521	145,760	155,3
<hr/>			
INTEREST BEARING .....	6,719,114	7,843,620	7,616,8
Checking accounts .....	703,880	1,131,381	1,005,9
Time deposits .....	3,513,249	4,225,196	4,163,3
Savings deposits .....	2,501,985	2,487,043	2,447,6
<hr/>			
TOTAL DEPOSITS .....	8,282,184	9,594,710	9,461,5
Overnight funds .....	713,568	965,196	932,1
Bank acceptances outstanding .....	31,686	31,767	28,3
Interbank borrowings .....	594,810	179,579	380,1
Borrowings from domestic development banks .....	537,882	634,238	686,4
Accounts payable .....	502,282	541,581	503,8
Other liabilities .....	152,934	131,105	133,5
Bonds .....	37,221	62,742	64,7
Accrued expenses .....	99,663	131,899	168,7
Minority interest in consolidated subsidiaries .....	48,116	44,579	40,4
<hr/>			
TOTAL LIABILITIES .....	11,000,346	12,317,396	12,400,0
<hr/>			
Shareholders' equity .....	975,007	1,480,185	1,550,2
<hr/>			
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY .....	11,975,353	13,797,581	13,950,2
<hr/>			

- 10 -

[BANCOLOMBIA LETTERHEAD]

CONSOLIDATED INCOME STATEMENT ----- (Ps Millions) -----	AS OF			QUARTER
	SEP-02	SEP-03	3Q 02	2Q 03
<hr/>				
INTEREST INCOME AND EXPENSES				
Interest on loans .....	550,078	611,862	176,917	210,998
Interest on investment securities .....	232,640	415,632	63,018	163,734
Overnight funds sold and other interest .....	5,384	14,433	178	5,161
Leasing .....	28,653	40,071	9,385	13,146
TOTAL INTEREST INCOME .....	816,755	1,081,998	249,498	393,039
<hr/>				
Interest expense				
Checking accounts .....	9,482	8,507	3,293	3,074
Time deposits .....	205,896	171,767	59,777	57,500
Savings deposits .....	80,092	85,410	25,631	29,906
TOTAL INTEREST ON DEPOSITS .....	295,470	265,684	88,701	90,480
<hr/>				
Interbank borrowings .....	8,409	3,550	3,505	691
Borrowings from domestic development banks .....	35,204	42,301	11,560	14,152
Overnight funds and other interest .....	18,896	29,097	4,842	8,764
TOTAL INTEREST EXPENSE .....	357,979	340,632	108,608	114,087
<hr/>				
NET INTEREST INCOME .....	458,776	741,366	140,890	278,952
Provision for loan and accrued interest losses, net	(90,417)	(122,282)	(17,555)	(43,038)
Recovery of charged-off loans .....	20,232	23,148	8,612	12,022

Edgar Filing: BANCOLOMBIA SA - Form 6-K

Provision for foreclosed assets and other assets ..	(57,290)	(72,443)	(19,096)	(33,003)
Recovery of provisions for foreclosed assets and other assets .....	24,346	5,059	4,707	2,594
	-----	-----	-----	-----
TOTAL NET PROVISIONS .....	(103,129)	(166,518)	(23,332)	(61,425)
NET INTEREST INCOME AFTER PROVISION FOR LOANS AND ACCRUED INTEREST LOSSES .....	355,647	574,848	117,558	217,527
	-----	-----	-----	-----
Commissions from banking services .....	81,503	101,889	30,470	29,955
Credit card merchant fees .....	31,039	41,219	11,198	13,673
Credit and debit card annual fees .....	36,422	43,126	12,555	14,853
Checking fees .....	30,557	37,629	10,353	13,683
Warehouse services .....	28,963	31,909	9,049	11,429
Commissions-fees from fiduciary activities .....	25,581	27,971	8,257	10,252
Check remittance .....	15,123	15,667	4,985	5,121
International operations .....	15,939	19,668	6,166	6,259
TOTAL FEES AND OTHER SERVICE INCOME .....	265,127	319,078	93,033	105,225
	-----	-----	-----	-----
Fees and other service expenses .....	(40,614)	(63,535)	(15,096)	(23,995)
TOTAL FEES AND INCOME FROM SERVICES .....	224,513	255,543	77,937	81,230
	-----	-----	-----	-----
OTHER OPERATING INCOME				
Net foreign exchange gains .....	72,731	11,808	39,212	(35,952)
Dividend income .....	15,769	30,255	10,024	1,257
Forward contracts in foreign currency .....	(40,745)	22,014	(33,265)	53,417
Revenues from commercial subsidiaries .....	32,989	53,059	11,226	21,403
Communication, postage and others .....	5,729	5,217	1,621	1,737
TOTAL OTHER OPERATING INCOME .....	86,473	122,353	28,818	41,862
	-----	-----	-----	-----
TOTAL INCOME .....	666,633	952,744	224,313	340,619
OPERATING EXPENSES				
Salaries and employee benefits .....	215,083	244,623	72,657	84,567
Compensation .....	18,495	19,213	6,537	6,723
Administrative and other expenses .....	244,639	279,832	86,993	88,803
Donation expenses .....	408	462	12	14
Depreciation .....	25,406	28,345	8,836	9,528
TOTAL OPERATING EXPENSES .....	504,031	572,475	175,035	189,635
	-----	-----	-----	-----
NET OPERATING INCOME .....	162,602	380,269	49,278	150,984
Merger expenses .....	27,366	16,986	7,919	5,662
NON-OPERATING INCOME (EXPENSE)				
Other income .....	25,342	27,454	5,751	9,650
Minority interest .....	14,755	538	16,601	706
Recovery of deposit security .....	2,421	1,912	--	1,912
Other expense .....	(27,689)	(26,624)	(5,823)	(18,131)
TOTAL NON-OPERATING INCOME .....	14,829	3,280	16,529	(5,863)
INCOME BEFORE INCOME TAXES .....	150,065	366,563	57,888	139,459
Income tax expense .....	(30,284)	(43,527)	(9,628)	(16,680)
	-----	-----	-----	-----
NET INCOME .....	119,781	323,036	48,260	122,779
	=====	=====	=====	=====